

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 AGRE-00 EB-08 CIAE-00 INR-07  
NSAE-00 L-03 OES-06 /037 W  
-----090719Z 126563 /15  
R 081430Z APR 77  
FM AMEMBASSY MOSCOW  
TO SECSTATE WASHDC 6051

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PASS USDA/FAS/FMD/MINYARD/LANKFORD

E.O.11652: N/A  
TAGS: EARG UR  
SUBJECT: ASA-MARKET DEVELOPMENT

1. SUMMARY. AGATTS TRICK AND ANLAUF WERE FINALLY ABLE  
TODAY TO HAVE MEETING AT COM S&T WITH AYKAZYAN AND  
OBTAIN SOVIET PROPOSALS FOR MINFOOD AND MINMEAT AND  
DAIRY TEAMS ON SOY PROCESSING AND PRODUCTS.  
OTHER RELATED MATTERS WERE ALSO DISCUSSED. END SUMMARY

2. MINFOOD TEAM PROPOSAL IS AS FOLLOWS: TEAM WOULD BE  
ABOUT SEVEN PERSONS INCLUDING ONE EACH FROM COM S&T  
AND USSR ACADEMY OF SCIENCES AND FIVE PERSONS FROM MINFOOD.  
DURATION OF STAY GIVEN AS 14-16 DAYS; BUT COULD BE  
EXTENDED IF NEED BE, PERIOD OF VISIT LAT MAY-EARLY JUNE.

3. SPECIFIC AREAS OF STUDY FOR THIS TEAM AND INVOLVED  
FIRMS WERE PROVIDED AS INDICATED BELOW. (NOTE THIS IS  
TRANSLATION OF MEANING AND NOT LITERAL. FRANKLY IT LOOKS  
SUSPICIOUSLY LIKE EXCERPTS FROM COMPANY BROCHURES  
RECEIVED AT SOY FOOD SEMINAR).  
SOYBEAN EXTRACTION PLANT WITH CAPACITY OF 1,000-1,500 TONS  
PER DAY AND PRODUCTION OF SOY FLOUR FOR HUMAN USE AND  
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TEXTURIZATION OF SOY PRODUCTS (ADM).  
INDUSTRIAL PRODUCTION AND PROCESSING OF SOY CONCENTRATE,  
ISOLATES, FLOUR MEAL AND TEXTURED MEAL PRODUCTS (ZKSTALEY).  
PRODUCTION OF FOOD ISOLATES WITH DIFFERENT FUNCTIONAL  
QUALITIES AND THEIR PROCESSING INTO PROTEIN FIBERS, SHIPP-  
ING PRODUCTS AND MILK SUBSTITUTES ETC (PURINA)  
PRODUCTION OF SOY MEAL, CONCENTRATES AND ISOLATES AND

THEIR PROCESSING INTO FOOD PRODUCTS (CNTRAL SOYA)  
PRODUCTION OF FOOD LECITHIN AND REFINED SOY OIL (CENTRAL SOYA)  
ENTERPRISES PRODUCING EQUIPMENT FOR VEGETABLE INDUSTRY (FRENCH OIL MILLING MACHINERY).  
SCIENTIFIC RESEARCH LABORATORIES WHICH STUDY ISOLATION OF PROTEIN, ESTIMATION OF THEIR FUNCTIONAL QUALITIES AND THEIR FOOD VALUE (MIT)  
ENTERPRISES OF THE FIRMS CARGILL, NIBISCO AND DREYVO IN CONNECTION WITH ABOVE MENTIONED PROBLEMS.

4. FEWER DETAILS PROVIDED ABOUT MINMEAT AND DAIRY TEAM. IT WOULD PROBABLY CONSIST OF FIVE PERSONS-FOUR FROM THIS MINISTRY AND ONE FROM MININTERNA TRADE. IT IS TENTATIVELY SCHEDULED FOR LATE AUGUST-EARLY SEPTEMBER.

5. SOVIET SIDE PREPARED TO PAY FOLLOWING FOR BOTH TEAMS: INTERNATIONAL AIR FARES, OPEN AIR TICKETS IN U.S. HOTELS, AND FOOD, BUT WOULD APPRECIATE ANY ASSISTANCE WHICH COULD BE GIVEN ON LOCAL TRANSPORTATION COSTS.

6. TEAM MEMBER NAMES ARE STILL UNKNOWN FOR BOTH GROUPS.

7. TRICK ADVISED AYKAZYAN THAT HE WOULD TRANSMIT ABOVE INFO BY CABLE TO FAS/ASA. HE ALSO TOLD HIM AND AYKAZYAN AGREED, THAT IT WOULD BE BEST FOR ASA TO CONSIDER THE PROPOSED PROGRAM FOR MINFOOD TEAM AS ONLY A GENERAL INDICATION OF TYPE OF PROGRAM DESIRED WHICH WOULD INCLUDE AS MANY OF MENTIONED FIRMS AS WAS POSSIBLE UNDER CIRCUMS- LIMITED OFFICIAL USE

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TANCES. NOTE THAT GROUP IS STILL SERIOUSLY INTERESTED IN OIL PROCESSING EQUIPMENT.

8. DOOR WAS OPENED BY AYKAZYAN FOR ASA IF THEY DESIRE TO  
A) NEGOTIATE GENERAL COOP AGREEMENT WITH COM S&T AND B) OBTAIN COM S&T AND OTHER INVOLVED SOVIET AGENCIES APPROVAL FOR A 1977/78 ACTIVITIES SCHEDULE. TO EFFECT THIS IT WILL BE NECESSARY TO RECOMMEND AN AGENDA FOR THE ASA MAY MEETING WITH COM S&T. THE AGENDA SHOULD SPECIFY CONSIDERATION OF SUCH AN AGREEMENT AS A LIST OF INDIVIDUAL PROJECTS FOR THE PERIOD. ON RECEIPT OF THE PROPOSED AGENDA AYKAZYAN WILL CONTACT THE OTHER SOVIET MINISTRIES AND AGENCIES AND BE PREPARED TO GIVE YES/NO ANSWER ON EACH ACTIVITY. WE ALSO SUGGEST THAT IF ASA AS OF THIS TIME IS ONLY PREPARED, FOR EXAMPLE, TO FIRMLY PROGRAM THE TEAM VISITS THAT THE AGENDA INCLUDE ANOTHER ITEM, MANELY POSSIBLE PROJECTS FOR THE FUTURE. THEREUNDER, WE SUGGEST ASA INCLUDE A WIDE RANGE OF ACTIVITIES WHICH MIGHT SOME TIME BE UNDERTAKEN, IF BOTH SIDES AGREE.

9. FYI, FACT THAT THOUGH THESE TEAM ACTIVITIES WERE FIRST DISCUSSED WITH MINFOOD, BUT COM S&T IS AGENCY WHICH ENDS UP RAMRODDING THEM IS ANOTHER CLEAR INDICATION TO US IN CASE OF ASA, AT LEAST, WHICH CUTS ACROSS MANY SOVIET MINISTRIES, THAT COM S&T IS ONLY AGENCY (SO-CALLED SUPER MINISTRY) WITH WHICH ASA WILL BE ABLE TO WORK. ON OTHER HAND, AYKAZYAN GAVE CLEAR GO AHEAD TO HFA TO WORK DIRECTLY WITH MINAG PROBABLY MAINLY BECAUSE NO OTHER SOVIET AGENCY'S COOPERATION IS REQUIRED.

10. JUST HOW FAR ASA WILL BE ABLE TO PROCEED THIS SPRING TOWARDS IMPLEMENTATION OF MARKET DEVELOPMENT PROGRAMS OF THE TYPE MOST DESIRED REMAINS TO BE SEEN, BUT BELIEVE WE HAVE AN OPPORTUNITY TO TEST SOVIET INTENT WITH A GOOD PRESENTATION OF THE PROGRAMS WHICH CAN BE OFFERED. AT WORST ASA MAY ENCOUNTER AN IMPENETRABLE BUREAUCRATIC MAZE OR UNLIMITED OFFICIAL USE

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RECONCILABLE CONFLICTS OF INTEREST BUT THAT IS DOUBTFUL. PERHAPS TELCON OR TWO IN COMING WEEKS MIGHT BE IN ORDER.

11. REPLY NEEDED IN PRINCIPLE TO ASA PROGRAMMING OF MIN-FOOD AND MEAT TEAM IN NEAR FUTURE.  
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## Message Attributes

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**Review Markings:**  
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